

# Telecom Ramblings

## Thursday Roundup: Epsilon, Tierpoint, FatPipe, Ciena, Huawei

By *Rob Powell* - February 6th, 2020

Epsilon has itself a new CEO. The global communications service provider has hired Michel Robert, formerly Managing Director at Claranet, to take the helm. He succeeds longtime CEO and co-founder Jerzy Szlosarek after a 16-year run. The change comes at a time when Epsilon is pivoting further toward the enterprise space and focusing more effort on its SD-WAN and interconnection services. Last year Epsilon also hired Lee Myall as CCO and Colin Whitbread as Managing Director, Service Operations.

TierPoint has added some more depth to its managed services portfolio. This week they unveiled a cloud-to-cloud recovery solution aimed at the disaster recovery space. The solution leverages technology from Nutanix for replication and DR orchestration on top of Tierpoint's hosted private cloud infrastructure.

Ciena has a new partner for its NFV and uCPE platforms. FatPipe Networks has made its SD-WAN technology generally available on the platform with a new virtual network function. The hype around NFV seems to have waned a bit over the last year or two as people turn toward the nitty gritty of actual implementation. But it's still out there and still pushing forward.

And Huawei is on both ends of things today. On the one hand Vodafone has announced plans to rip Huawei's gear out of its UK mobile network at a cost of €200M. The move follows the UK government's decision to limit but not eliminate

Huawei's penetration into the country's mobile technology markets. Meanwhile Huawei is suing Verizon, alleging multiple patent violations

for things like network security, remote sharing, parental controls, and the design of a mobile contacts app. Ooh, a patent lawsuit, I'm sure it will be gripping stuff.